

## Public Notice for Product Demonstrations

### 1. PURPOSE

The State of New Jersey, Department of the Treasury, Division of Purchase and Property, on behalf of the New Jersey Department of Human Services (DHS), Division of Medical Assistance and Health Services (DMAHS), is posting this notice offering vendors the opportunity to demonstrate Medicaid Management Information System (MMIS) products and solutions. DMAHS is seeking information about available product solutions in preparation for a potential Request for Proposals (RFP) to replace the existing MMIS used for business and information technology (IT) services to support administration of the State's Medicaid program, the Children's Health Insurance Program (CHIP), and other health benefit programs. **This is not a Request for Proposals.**

DMAHS will be seeking technology and services to meet its vision for the future New Jersey Medicaid Enterprise. DMAHS offers qualified vendors the opportunity to demonstrate their product solutions on-site at the DMAHS offices located at 7 Quakerbridge Plaza, Mercerville, New Jersey 08619, or at another location designated by the State.

DMAHS is interested in demonstrations of technology and services solutions capable of achieving MITA Maturity Level 2 for some business processes, and Level 3 and above for others. For MITA Maturity Level 3, a business process (e.g., Enroll Provider) must utilize MITA standard interfaces in a Service Oriented Architecture (SOA) with the capability for sharing data with other entities and business processes using the same national standards. For MITA Level 4, a business process must utilize available clinical data to improve efficiency and results. At Level 5, the business process is interoperable with other entities. DMAHS is seeking to determine to what extent products exist in the marketplace that enable MITA level 2, 3, 4, and 5 business processes and, where products are not ready, when product release is planned.

### 2. VENDOR AND PRODUCT SOLUTION QUALIFICATIONS

DMAHS is seeking demonstrations from as broad an array of interested vendors as possible. Therefore, vendors may demonstrate a complete MMIS solution, or solutions that perform select capabilities such as Pharmacy Benefit Management, Benefit Plan Management, Third Party Liability, Care Management, or Surveillance and Utilization Review. Please state if the product or solution has been certified by CMS. If not, please indicate your reasons for claiming that it is "certifiable". The vendor's product must support the business processes in one or more of the eight MITA business areas.

Vendors with solutions deemed qualified by DMAHS will be invited to demonstrate their solution on-site at DMAHS or at an alternate location. Vendors invited to demonstrate their product solutions should be prepared to respond to questions prior to, during, and/or after the product demonstration. DMAHS will provide questions in advance to those vendors invited to demonstrate their solutions. DMAHS encourages vendors to include personnel able to respond to questions about the technical and functional capabilities of the solutions demonstrated in the product demonstration team. DMAHS is seeking information about product and solution

capabilities **not** marketing presentations. Therefore, demonstrating vendors must limit any product marketing discussion to five minutes or less.

### 3. SCHEDULE OF EVENTS

EVENT	DATE	Time
Release of Offer to Demonstrate	September 13, 2010	2:00 p.m. Eastern
Vendor Application to Demonstrate Due	September 24, 2010	2:00 p.m. Eastern
Response to Applications to Demonstrate	October 1, 2010	
Release of Vendor Questions	October 1, 2010	
Vendor Demonstrations	October 12 through 18, 2010	

### 4. TERMS AND CONDITIONS

- A. The opportunity to demonstrate product solutions is solely for DMAHS benefit and is intended to provide information to DMAHS. The product demonstrations will not be subject to an RFP-type evaluation.
- B. DMAHS reserves the right to accept or reject applications to demonstrate at DMAHS' sole discretion. Acceptance of a vendor's application to demonstrate a product solution in no way constitutes a commitment by DMAHS to award any contract for any product or solution demonstrated. DMAHS acceptance or rejection of an application to demonstrate product solutions does not preclude a vendor from responding to any current or future DMAHS RFP.
- C. DMAHS is subject to strict accountability and reporting requirements as a recipient of funds from public sources. Any response or other information submitted in response to this offer to demonstrate product solutions is subject to disclosure by DMAHS as required by applicable law. DMAHS makes no agreements or representations of any kind, and expressly disclaims any requirement to maintain the confidentiality of any information provided in response to this offer to demonstrate product solutions. All material and information provided to DMAHS in response to this offer to demonstrate product solutions shall become the property of DMAHS upon receipt and will not be returned.
- D. DMAHS reserves the right to copy any information provided by applicants, whether or not selected by DMAHS to demonstrate their product solution, for purposes of facilitating DMAHS review of use of the information. DMAHS reserves the right to use ideas that are provided by vendors in the application or product demonstration. By applying to demonstrate its product solutions the vendor represents that such copying or use of information will not violate any copyrights, licenses, or other agreements with respect to information submitted or product solutions demonstrated.
- E. DMAHS is not responsible for any costs incurred by an applicant or demonstrating vendor related to the preparation of the application to demonstrate or any other activities related to preparing for, conducting, or traveling to or from DMAHS location to demonstrate the vendor's product solution.

## 5. APPLICATION TO DEMONSTRATE PRODUCT SOLUTIONS

The Division of Medical Assistance and Health Services must receive the application to demonstrate product solutions on the required date and time as shown in the Schedule of Events table in Section 3 of this notice. **Applications received after the required submission date and time will be rejected.**

Applications are to be sent via e-mail to:

Marla Golden

NJ Division of Medical Assistance and Health Services

[Marla.Golden@dhs.state.nj.us](mailto:Marla.Golden@dhs.state.nj.us)

Direct all questions regarding this opportunity to demonstrate product solutions to Marla Golden as noted above. To apply to demonstrate product solutions vendors are to prepare a narrative that includes:

- A. Name and address of vendor.
- B. Vendor Category, e.g., systems integrator, full service MMIS vendor, product vendor, etc.
- C. Name and contact information for the vendor representative responsible for future business opportunity with the State of New Jersey.
- D. A summary description of the product or solution to be demonstrated. This description must include the MITA business processes the solution or product enables and the related business and technical capabilities. This description must also include documentation of CMS certification of the solution or a description of the plan to achieve CMS certification of the product or solution.
- E. First and second choice of dates for the demonstration (see Key Events table in Section 3 Key Events Schedule for available dates.)

**The application narrative is not to exceed three 8 1/2" by 11" pages.**

Demonstration applicants will receive more information regarding location, internet connectivity, and agenda for the session when their application is determined to meet DMAHS criteria for selection. The criteria will not be published. For questions regarding this opportunity, please contact Ms. Marla Golden.